

Comparisons of Job Characteristics

Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)
Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Compare Knowledge
 Compare Skills
 Compare Abilities
 Compare Detailed Work Activities
 Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 84

Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Sales and Marketing	5.2	19.9	17.9	<	Expanded education and/or training may be required
Customer and Personal Service	11.3	17.1	14.9	<	Expanded education and/or training may be required
Mathematics	9.2	14.2	13.8	0	Current knowledge level may be sufficient
Administration and Management	8.4	12.6	13.4	0	Current knowledge level may be sufficient
Economics and Accounting	4.4	9.7	13.3	>>	Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 78

Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Speaking	10.8	13.8	13.9	0	Current skill level may be sufficient
Active Listening	11.0	13.7	12.2	<	A higher skill level may be required
Negotiation	6.8	12.3	11.4	0	Current skill level may be sufficient
Persuasion	7.4	12.3	11.6	0	Current skill level may be sufficient
Social Perceptiveness	9.1	11.6	13.2	>	Skill level is likely sufficient
Service Orientation	7.9	10.7	10.5	0	Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 92			
Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012) Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	14.9	15.0	0	Current ability level may be sufficient
Oral Comprehension	12.5	14.4	13.9	0	Current ability level may be sufficient
Speech Clarity	10.2	13.1	12.3	0	Current ability level may be sufficient
Speech Recognition	9.9	12.8	13.9	0	Current ability level may be sufficient
Written Comprehension	11.0	12.3	12.1	0	Current ability level may be sufficient
Written Expression	9.8	11.1	12.1	0	Current ability level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 72
Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012) Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)		
Work Activities	Exclusivity of Activity	
Analyze sales activities or trends	74	
Conduct sales presentations	75	
Investigate customer complaints	67	
Prepare reports	8	
Provide customer service	14	
Resolve customer or public complaints	54	
Use knowledge of written communication in sales work	69	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common	Similarity of Focus Occupation to Associated Occupation: n/a
---	--

Focus Occupation: First-Line Supervisors of Non-Retail Sales Workers (41-1012)

Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Tools and Technologies

Exclusivity

Tools and technology data is unavailable for one or both occupations.

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.